

Sales Order

Station: **WYXB-FM** Contract#: **0** Agency: **TARGET ENTERPRISES**
 Contract Name: **NFIB / 2037 / WYXB** Address: **15260 VENTURA BOULEVARD**
 Proposal#: **4606B811-BBF0-4AD1-B67D-F3C13AF992A** **SUITE 1240**
3 City: **SHERMAN OAKS** State: **CA** Zip: **91403**
 Start Date: **10/29/16** End Date: **11/07/16** Phone: **(818) 905-0005**
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Buyer:
 Advertiser: **ISSUE (A)** Tax Schedule: **(None)**
 Address: Agency Commission %: **15**
 City: State: Zip: Billing Cycle: **Standard**
 Product Name: **NFIB/2037/T. Young Pro** Salesperson: **EASTMANLOSANGEL** Comm %: **8.50**
 Estimate #: **2037** Makegood Policy: **WITHIN CONTRACT DATES**
 Agency Client Code: **NFIB**
 Competitive Code: **PO-POLITICAL ISSUES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/29/16	11/05/16		6:00 AM	7:00 PM	60						3		3	D	90.00	6	540.00		
2	10/30/16	11/06/16		6:00 AM	7:00 PM	60							3	3	D	90.00	6	540.00		
3	10/31/16	11/04/16		6:00 AM	10:00 AM	60	X	X	X	X	X			12	W	300.00	12	3,600.00		
4	10/31/16	11/04/16		10:00 AM	3:00 PM	60	X	X	X	X	X			19	W	300.00	19	5,700.00		
5	10/31/16	11/04/16		3:00 PM	7:00 PM	60	X	X	X	X	X			14	W	300.00	14	4,200.00		
6	11/07/16	11/07/16		6:00 AM	10:00 AM	60	4							4	D	300.00	4	1,200.00		
7	11/07/16	11/07/16		10:00 AM	3:00 PM	60	4							4	D	300.00	4	1,200.00		
8	11/07/16	11/07/16		3:00 PM	7:00 PM	60	2							2	D	300.00	2	600.00		

Billing Projections: By Month

	Oct 16	Nov 16
CA	3,540.00	14,040.00
ST	540.00	17,040.00

☒ Print Spot Prices

TOTAL SPOTS	67
GROSS TOTAL \$	17,580.00
ADJUSTED SPOTS	67
ADJUSTED TOTAL \$	17,580.00

# of Spots	
Total Dollars	
Commission %	
Commission \$	
Station	
Spot Length	

APPROVE DECLINE

<input type="radio"/>	<input type="radio"/>	General Manager
<input type="radio"/>	<input type="radio"/>	Sales Manager
<input type="radio"/>	<input type="radio"/>	National Sales Manager
<input type="radio"/>	<input type="radio"/>	Local Sales Manager

10/27

Oct 27, 16
 CONT# 30210070 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WYXB-FM (Indianapolis IN)
 FM DIANE SRSEN
 OFF LOS ANGELES
 AGY TARGET ENTERPRISES LLC
 ADDR 15260 VENTURA BLVD SUITE 1240
 SHERMAN OAKS, CA 91403

DDS CONT# 0
 C/P/E: NFIB / NFIB / 2037

SALESPERSON FAX#

PH # 818-905-0005

BYR NATALIE KRUGLIAK
 ADV NFIB - NATIONAL FEDERATION IND BUSINESS
 PDT NFIB
 FLT Oct 24, 16 - Nov 13, 16

* REP ORDER COMMENT *

** 10/27/2016 3:48:00 PM: THIS IS A NEW ORDER, PLEASE DO NOT DOUBLE BOOK, CONFIRM WITH EMILY AT
 323-966-5187 OR EMILY.CAREW@EASTMANRADIO.COM

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	MTWTF..	6A - 10A	60	10/24/2016 - 10/28/2016	1W	2	\$300.00	2
	1.2	MTWTF..	10A - 3P	60	10/24/2016 - 10/28/2016	1W	4	\$300.00	4
	1.3	MTWTF..	3P - 7P	60	10/24/2016 - 10/28/2016	1W	2	\$300.00	2
	1.4	.....S.	6A - 7P	60	10/29/2016 - 10/29/2016	1W	3	\$90.00	3
	1.5	.....S	6A - 7P	60	10/30/2016 - 10/30/2016	1W	3	\$90.00	3
		** WEEKLY FLIGHT TOTALS **					14	\$2,940.00	
		FLIGHT 2							
	2.1	MTWTF..	6A - 10A	60	10/31/2016 - 11/4/2016	1W	10 ¹²	\$300.00	10
	2.2	MTWTF..	10A - 3P	60	10/31/2016 - 11/4/2016	1W	15 ¹⁹	\$300.00	15
	2.3	MTWTF..	3P - 7P	60	10/31/2016 - 11/4/2016	1W	12 ¹⁴	\$300.00	12
	2.4	.....S.	6A - 7P	60	11/5/2016 - 11/5/2016	1W	3	\$90.00	3
	2.5	.....S	6A - 7P	60	11/6/2016 - 11/6/2016	1W	3	\$90.00	3
		** WEEKLY FLIGHT TOTALS **					43	\$11,640.00	
		FLIGHT 3							
	3.1	M.....	6A - 10A	60	11/7/2016 - 11/7/2016	1W	4	\$300.00	4
	3.2	M.....	10A - 3P	60	11/7/2016 - 11/7/2016	1W	4	\$300.00	4
	3.3	M.....	3P - 7P	60	11/7/2016 - 11/7/2016	1W	2	\$300.00	2
		** WEEKLY FLIGHT TOTALS **					10	\$3,000.00	

Oct 27, 16
 CONT# 30210070 Mod# Ver# 1 (Last =)
 REP EASTMAN

DDS CONT# 0
 C/P/E: NFIB / NFIB / 2037

	Oct 16	Nov 16					
SPOTS	14	53					
CASH	2940.00	14640.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	2940.00	14640.00					

							TOTAL
SPOTS							67
CASH							17,580.00
TRADE							0.00
NSL							0.00
TOTAL							17,580.00

**** Competitive Comments ****

SVC:
 Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.



Target Enterprises
15260 Ventura Boulevard, Suite 1240
Sherman Oaks, CA 91403
(818) 905-0005

AGREEMENT FORM FOR NON-CANDIDATE ADVERTISING

Station and Location:	Date:
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I, **TARGET ENTERPRISES** do hereby request station time concerning the following issue:

NFIB Save America's Free Enterprise Trust

SEE ATTACHED SCHEDULES

This broadcast time will be used by: NFiB

Does the programming (in whole or in part) communicate
"a message relating to any political matter of national importance?"

☒ YES

☐ NO

I represent that the payment for the above described broadcast time has been furnished by
(name & address)

NFIB Save America's Free Enterprise Trust (Safe Trust) 1201 F Street NW, Suite 200, Wash DC 20004 2025549000

and are authorized to announce the time as paid for by such person or entity (hereinafter
referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors
(or attach separately):

Juanita D Duggan, President and CEO

Signature of Issue Advertiser (Sponsor)

Date

To be Signed by Station Representative

☐ Accepted

☐ Accepted in Part

☐ Rejected

Bradley Y. Close
Signature

10/27/2016
Date

Bradley Y. Close
Printed Name

Sr VP Public Policy and Advocacy
Title